

Message Text

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47

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

----- 078041

R 101215Z DEC 76

FM AMCONSUL FLORENCE

TO SECSTATE WASHDC 0000

INFO AMEMBASSY ROME

AMCONSUL MILAN

UNCLAS FLORENCE 0673

E.O. 11652: N/A

TAGS: BBSR, BEXP, IT

SUBJ: CONTRACTING WTDR REQUIREMENTS.

REF.: (A) STATE A-5327 OF NOV. 2, 1976 (B) ROME 19233

(C) ROME MEMO

111/26/76 NOTAL.

FOLLOWING IS REPLY BY CONSULATE FLORENCE TO REFTEL AND REPAIR.

A) KOSMOS S.P.A., VIA PANTANO 2, 20122 MILA, ITALY.

CREDIT INFORMATION AGENCY, CREDIT COLLECTING AGENCY, MARKET RESEARCH.

MAY 31, 1974 (FLORENCE: JANUARY 1975). (PER REF. C).

B) FROM MAY 31, 1974 TO FEB 29, 1976: 4,050 LIRE ; DLS. 4.68

(DLS. 1 ; 865 LIRE). FROM FEB 29, 1976 TO FEB 29, 1977: 5,500

LIRE. (ABOVE INFO PER REF C). CONSULATE PAYS KOSMOS LOCAL

BRANCH OFFICE WITH COUPONS SUPPLIED BY AMCONSUL MILAN. COUPONS

ARE PURCHASED BY EMBASSY ROME FOR ABOVE STATED FEES.

C) 130 REPORTS IN FY 76.

ESTIMATED QUANTITY TO BE SUPPLIED IN FY 77: 120.

D) 95&.

E) CONTRACTOR'S REPORTS PROVIDE PARTIAL INFORMATION ONLY, THAT

IS:

SALES VOLUME, CREDIT WORTHINESS, BRIEF HISTORY OF THE FIRM

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INCLUDING OTHER NAMES OR TYPES OF COMPANY WHICH FIRM HAD IN THE

PAST SINCE IT WAS ESTABLISHED, NUMBER OF EMPLOYEES, FINANCIAL REFS, REGISTRATION WITH CHAMBER OF COMMERCE, AMOUNT OF CAPITAL, INFO ON OWNERS OR MANAGERS, OTHER COMMERCIAL INFO IF AVAILABLE.

F) YES.

REQUESTS FOR INFO ON THE FIRMS ARE SENT TO TWO BANKS WHICH NORMALLY REPLY IN 15/20 DAYS, GIVING CREDIT WORTHINESS AND REPUTATION.

G) NO

H) NO

I) NO

SIC CODING IE PREPARED AT THE COMMERCIAL SECTION (TWO FSL EMPLOYEES AT POST). TIME REQUIRED VARIES FROM 15 MINUTES TO 45 MINUTES. IN A FEW CASES THE HELP OF THE AMERICAN SUPERVISOR IS NEEDED.

J) YES

K) NO

L) 12,3,25.

M) TO PREPARE WTD REPORTS THE AVERAGE PERSON-HOURS REQUIRED IS AS FOLLOWS:

(1) 268 HOURS (2 HOURS AVERAGE FOR EACH WTDR). ALL DONE BY FSL.

(2) 100 HOURS 30 MINUTES (45 MINUTES AVERAGE FOR EACH WTDR). TRANSLATION DONE IN DRAFT BY FSL PROFESSIONAL: AVERAGE: 20 MINUTES# FSO CLEARANCE: 25 MINUTES.

(3) 301 HOURS 30 MINUTES (2 HOURS AND 15 MINUTES FOR EACH WTDR).

NOTE:

THE AVERAGE TIME OF 2 HOURS AND 15 MINUTES REQUIRED FOR TYPING UP THE WTDR IN FORMAT READY TO BE TRANSMITTED TO COMMERCE INCLUDES THE TIME NEEDED TO PREPARE AND SEND THE TELEGRAM. IN-FACT, COMSEC FSLs AT THIS POST HAVE TO PREPARE, LOG, AND SEND TELEGRAMS VIA TELEX THEMSELVES, SINCE THERE IS NO COMMUNICATOR FULL TIME AT THE POST.

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N) 134 HOURS (1 HOUR AVERAGE FOR EACH WTDR, OR 20&). ESTIMATED TIME -SAVING INCLUDES INFORMATION SUCH AS SALES VOLUME, REGISTRATION WITH CHAMBER OF COMMERCE, PAST ACTIVITY OF THE FIRM AND ITS OWNERS, TRANSPORTATION FACILITIES, AND ALL OTHER INFORMATION NEEDED FOR A WTDR IN THE CASE IN WHICH A FIRM FAILS TO REPLY OUR QUESTIONNAIRE. HOWEVER, IN MANY CASES, INFORMATION CONCERNING SALES VOLUME, AMOUNT OF CAPITAL, NUMBER OF

EMPLOYEES, AND PAST ACTIVITY OF THE FIRM CAN BE OBTAINED ONLY THROUGH CONTRACTOR'S REPORTS, BECAUSE EVEN THOSE FIRMS WHO DO REPLY TO OUR QUESTIONNAIRE, SOMETIMES AVOID TO REPLY TO ABOVE MENTIONED QUESTIONS.

- O) (1) YES
(2) IN MOST CASES.
(3) YES

P) NO
CONTRACTOR'S REPORTS DO NOT AFFECT IN ANY WAY OBTAINING TRADE, ADS, OR LISENCE OPPORTUNITIES SINCE THE FIRM IS ALWAYS CONTACTED DIRECTLY. IN CASE THE FIRM FAILS TO REPLY OUR WRITTEN REQUESTS FOR INFORMATION (QUESTIONNAIRE), WE ALWAYS CONTACT THE FIRM BY TELEPHONE# NORMALLY FIVE DAYS EARLIER THAN TIME DEADLINE FOR THE SUBMISSION OF A WTDR EXPIRES.

Q) YES.AA

GORDON

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